

SUMMARY OF BUSINESS OPPORTUNITY

The following summarizes the key elements of the business opportunity for the FOSU001-17 Draft Contract. Should the facts and figures presented in this summary differ from or contradict the Draft Contract in any way, the Draft Contract will control.

Currently, Fort Sumter Tours, Inc. ("Existing Concessioner") provides visitor services under CC-FOSU001-07 ("Existing Contract"), a copy of which is included in the appendices to this Prospectus.

Nature of Business and Services Provided

The Draft Contract describes the following visitor services. The Concessioner must provide the required services and may, at its option and with Service approval, provide the authorized services.

Exhibit S-1. Required and Authorized Services under the Draft Contract

Required Services	Location
Passenger Ferry	Liberty Square to Fort Sumter and Mount Pleasant/East Cooper River area to Fort Sumter
Food and Beverage	Onboard all ferry vessels
Evening Passenger Ferry	Liberty Square to Fort Sumter and/or Mount Pleasant/East Cooper River area to Fort Sumter
Authorized Services	Location
Retail	Onboard ferry vessels
Sale of Beer and Wine	Onboard ferry vessels

Source: National Park Service

Concession Facilities

Exhibit D to the Draft Contract (in Part IV of this Prospectus) lists the assigned structures and provides a map showing assigned land and real property improvements ("Concession Facilities"). The Concessioner will be responsible for maintenance and repairs of the Concession Facilities as provided in the Draft Contract.

Estimate of Initial Investment

Exhibit S-2. Estimated Initial Investment¹

	Estimated Amount (2017 Dollars)
Vessels & Engines	\$3,518,000
Other Personal Property	\$162,000
Start-Up Costs & Working Capital	\$380,000
Capital Investments in Second Ferry Departure Site	\$1,852,000
Leasehold Surrender Interest (LSI)	\$0
Deferred Maintenance	\$0
TOTAL	\$5,912,000

Source: National Park Service

¹ These estimated amounts are not warranted by the Service and the Service is not bound by these estimates. Offerors are expected to conduct their own due diligence to determine amounts needed for initial investment



Leasehold Surrender Interest

The Draft Contract does not require the Concessioner to make any investments eligible for Leasehold Surrender Interest (LSI).

Historical Gross Receipts

Exhibit S-3. Historical Gross Receipts by Department and Franchise Fees			
Department	2012	2013	2014
Passenger Ferry	\$4,405,793	\$4,682,201	\$4,957,098
Food & Beverage	\$231,562	\$235,551	\$340,094
Retail & Photo	\$86,094	\$121,730	\$124,224
Gross Receipts Subject to Franchise Fee	\$4,723,449	\$5,039,482	\$5,421,416
Franchise Fee Paid	\$594,048	\$635,133	\$618,829

Source: National Park Service

Preferred Offeror Determination

The Service has determined no preferred offeror for the Draft Contract exists pursuant to 36 C.F.R. Part 51. This solicitation for commercial services is fully competitive.

Repair and Maintenance Reserve

There is no repair and maintenance reserve required in the Draft Contract.

Franchise Fee

The minimum franchise fee is **sixteen percent (16.0%)** of the Concessioner's annual gross receipts

Contract Term

The term of the Draft Contract will be for ten (10) years, with an estimated effective date of January 1, 2017. The effective date of the Draft Contract is subject to change prior to award if determined necessary by the Service. In such event, the Service will change the expiration date of the Draft Contract correspondingly to maintain a term length of ten (10) years.

Site Visit

The Service will host a site visit on the date listed on the inside front cover of this Prospectus. The site visit provides interested parties an overview of the concession operation, along with a tour of the Concession Facilities associated with the Draft Contract.

